Hardware Vendor SI Strategies: Entry/Expansion

- Subcontractor
- Niche SI vendor

Subcontractor

- Technical staff
  - Technology specialists (e.g., client/server, communications, DBMS)
  - Implementation staff (large project support)
- Components (hardware, software)
  - Commodity (e.g., RISC computers)
  - Value-added (e.g., imaging engine)
- Subsystems
  - Example: Imaging subsystem for check processing
  - Some components may come from other sources

Example: Imaging SI

- BPR
- Understanding process alternatives
- Cameras
- Imaging engine
- Image interpretation software
- Database
- Image/data retrieval
- Interfaces to other systems
  - Logical
  - Physical

Niche SI Vendor

- Variety of experience in a business segment
  - Industry (e.g., chemicals, banking)
  - Applications
    - Cross-industry (e.g., customer information systems)
    - "Vertical" industry (e.g., oil refinery management systems)
- Available expertise
  - Project management
  - Technology evaluation
  - Business processes
  - System design
  - System implementation